

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY SINGAPORE

INFO AMEMBASSY JAKARTA

UNCLAS STATE 136933

E.O.11652: N/A

TAGS: BEXP: SN

SUBJ: USRTC SECOND SEMESTER FY-76 EVENT SCHEDULE

REF: (A) SINGAPORE 2364 (NOTAL) (B) STATE 126653 (NOTAL)

WE APPRECIATE PROMPT RESPONSE TO SUGGESTED EVENT SCHEDULE.
FURTHER DISCUSSION FOR USRTC CONCURRENCE FOLLOWS:

1. HEALTH CARE INDUSTRIES USRTC MAJOR EXHIBITION: WE
ACCEPT DATES OF JANUARY 13-16 PROPOSED BY USRTC. PRE-
PARATION OF THEME DEVELOPMENT STATEMENT AND PLANNING OF
THIS EVENT WILL COMMENCE BEFORE END OF JUNE.

2. INDUSTRIAL AND COMMERCIAL SECURITY DEVICES USRTC MAJOR
EXHIBITION IN TANDEM WITH TAIPEI TC EVENT, FEBRUARY 1976:
SINGAPORE RESEARCH DOES INDEED INDICATE A LIMITED MARKET.
HOWEVER, WITH ADDITION OF OTHER PROPERTY PROTECTION EQUIP-
MENT AS WELL AS JOB SAFETY ITEMS, WE BELIEVE TANDEM PACKAGE
INCLUDING SHOWS AT BOTH SINGAPORE AND TAIPEI IS PROCURABLE.
REGIONAL MARKET BRIEFS HAVE IDENTIFIED SPECIFIC U.S. PRO-
DUCTS FOR WHICH SALES POTENTIAL IS MOST PROMISING. SELEC-
TIVE PROCUREMENT OF 12-15 PARTICIPANTS FOR SINGAPORE AND
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18-20 FOR TAIPEI IN THESE PRODUCT CATEGORIES APPEARS
FEASIBLE. ADDITION OF POSSIBLE SEMINAR FOR SINGAPORE
SHOULD ENHANCE AUDIENCE ACCEPTABILITY, SINCE EMPHASIS WILL
BE ON PROBLEM SOLVING THROUGH TECHNOLOGICAL APPLICATION.

3. ENERGY AND FLUID TRANSFER SYSTEMS USRTC-SUPPORTED EVENT IN JAKARTA, APRIL 1976: WE REALIZE USRTC PERSONNEL ARE REQUIRED IN JAKARTA, BUT ASSUME THAT ALL THREE WOULD NOT BE REQUIRED IN JAKARTA AT SAME TIME. AS ALTERNATIVE TO SATISFY OFFSITE PERSONNEL REQUIREMENTS, SUGGESTED REFTEL (A), PARA. 3, COULD CONTRACT NEGOTIATIONS IN JAKARTA BE STARTED IN DECEMBER 1975 AND, IF NECESSARY, COMPLETED BETWEEN JANUARY AND FEBRUARY USRTC EXHIBITIONS? FURTHER, RON MACGOWAN, PRESENT CANDIDATE TO FILL TEMPORARY DEPUTY DIRECTOR SLOT FOR JULY TO FEBRUARY PERIOD (SUBJECT OF SEPTTEL) WOULD BE INVOLVED IN OFF-SITE NEGOTIATIONS AND HAVE THEM OUT OF THE WAY PRIOR TO MAX MILES' ARRIVAL. WE ANTICIPATE NO MAJOR PROBLEMS WITH THE TRANSITION AND TIMING AS PRESENTLY PLANNED.

4. ALSO IMPORTANT TO CAUTION THAT IN VIEW OF UNSETTLED FY'76 BUDGET ISSUE, IT STILL UNCERTAIN WHETHER OIM CAN SEND MORE THAN ONE PERSON FROM WASHINGTON. WE APPRECIATE ALL FACTORS IMPORTANT IN REACHING FINAL DECISION, BUT THIS QUESTION WOULD BECOME ACADEMIC IF JAKARTA DOES NOT RESPOND AFFIRMATIVELY TO REFTEL (B).

5. PER REFTEL (A) PARA. 5, OIM WILL COMMENCE WITH THEME DEVELOPMENT STATEMENT, BRA FOR CONTRACT RESEARCH AND PLANNING OF NEW METALWORKING THEME FOR JUNE. ASSUME DATES OF JUNE 22-24 STILL ACCEPTABLE FOR THIS MAJOR USRTC EXHIBITION.

6. ALTERNATE RESEARCH TO SUBSTITUTE FOR DOUBTFUL AUTOMOTIVE MAINTENANCE AND SUPPLIES THEME POSES PROBLEMS. NEW SECOND ALTERNATE THEME WILL BE SOUGHT EARLY FY'76. POST THEME SUGGESTIONS WOULD BE MOST WELCOME.

ACTION REQUESTED: BOTH SINGAPORE AND TAIPEI SHOULD SUBMIT DATA ON UP TO FOUR COOPERATORS EACH FOR FEBRUARY EVENT AS SOON AS IDENTIFIED FOR USE IN OIM SOLICITATION. KISSINGER
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